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Cape San Blas lot sales fell from 15 to [9 in March](#). Indian Pass had one sale, North Cape San Blas two and the CR30A corridor brought the bulk with 6 total lot sales. The average sales price like number of sales also fell to \$179,737 and the number of days nearly doubled! March properties idled for an average of 345 days. So long as there are no cancellations or extensions April will bring us back up to speed with the current [18 lots under contract](#)!! Just as last month again we are seeing a rise in new lot listings, CSB market is up to [203 lots available](#). Residential sales remain consistent with previous months, [March closed 9 homes](#), including the fractional townhome listing! Six of these sales were in the highly desirable North Cape San Blas sub area, the remaining three along the CR30A corridor. Even with only one home selling over \$1million the average sales price rose to \$598,055 and with the least amount of days on market (129) for 2018. We carry two homes into April giving us a total of [15 under contract](#). This market like others is seeing a gradual decrease in new home listings. The Cape market currently has [76 homes to choose from](#).

North Gulf County lots are finally feeling the Spring fever!! In March agents [sold 15 vacant lots](#)!! Seven of these sales were in Wewa, 4 in Howard Creek, 3 in North Overstreet and 1 in the Dalkeith sub area. The average sales price this month was \$56,267 and a tiny rise to 149 days on market. Like January our average sales price is higher than usually due to a 196 acre track I had the honor of selling. Hopefully things will look up in the coming weeks, as of now there is only [1 lot under contract](#) in all of the North Gulf County market! Vacant land listings are still rising we now have [173 lots to choose from](#). Home sales rose only by one for March. Three of the [four sales](#) were in Wewa with one in the ever so quiet White City. We rarely see sales in the White City sub area, although its highly sought after. If you or anyone you know has considering selling, now is the time! The average sales price for homes in this market was \$76,500 with an astounding 8 days on market! So long as everything pans out April will be the best month thus far with the [13 homes under contract](#). Most homes in this market are sold as primary residences. We've added a few to the market, but still struggling for loan worthy homes! Doesn't appear there have been many if any new listings, currently only [41 homes to choose from](#), many requiring cash buyers.

Port St Joe again steady in vacant land sales, [closing two lots](#) this month. One sale in the City of PSJ with the second being an ideal RV lot in Highland View. These two sales averaged \$46k with 88 days on market. April is scheduled to close another [two lots](#). If building in PSJ is a dream there are still [54 lots available](#). Residential sales doubled over last month, by [closing 14 homes](#) in March! Eleven sales in the City, two Highland View sales and one for Jones Homestead. The average sales price has seen a huge jump over previous months, March was \$205,423 and just 55 days on the market. Looks as if we just needed a jump start April has another [15 properties scheduled to close](#). While there have been new homes added to the inventory, we still have [37 to choose from](#).

Mexico Beach lot sales were down quite a bit from last month with only [6 sales](#). WindMark Beach closed one of these lots with St Joe Beach taking the other five. Our averages are back on track for this market with the average sale being \$68,966 with 13 days on market. We're not going to frown over March's lot sales, since April is back on track with [15 lots under contract](#)!! Not many new lot listings, as our [availability is down to 117](#). Residential sales saw a rise of 8 bringing the monthly total to [21 homes closed](#). Twelve sales were in Mexico Beach, 5 in St Joe Beach, two each in Beacon Hill and WindMark Beach. Even with a Gulf front sale, the average price was \$309,584 with 134 days on market. Looks like we had a few sales carry over from March with still [32 homes under contract](#). Several new listings check them out [here](#).

98 Real Estate Group maintains its position as the Year to Date Top Producing Company among each market with 76 sales at a volume of \$16,552,050! As predicted Ive returned to the #1 agent for production in the North Gulf County market, and #4 across the Association. My success is only possible with the help of each of you!! Thank you for your continued trust and support!

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